

Business Connection

Gallery Furniture's "Mattress Mack" Headlines SBDC Workshop

Founder and CEO of Gallery Furniture Jim "Mattress Mack" McIngvale was the featured guest speaker at the "How to Start Your Own Business" seminar sponsored by the Prairie View A&M University Small Business Development Center September 26, in the Hobart Taylor Recital Hall. The seminar, which was designed to serve as a primer for budding entrepreneurs, covered topics such as securing start-up capital from banks, tips for success and the importance of having a solid business plan.



Mack told his own story of moving to Houston in the early 1980s with just \$5,000 to open a furniture store in the rapidly expanding Houston area. Gallery Furniture is now the country's top revenue producing single-site retail operation with sales of \$150 million per year. Mack credits his success in business to a strong work ethic instilled in him by his parents, his unwavering commitment to exceptional customer service and the opportunities afforded to small businesses in the United States.

Mack did not deny that he worked hard for his success. Eighteen-hour days for him are the norm, not the exception but he went on to say that he loves what he does, "If you are doing something you love, you'll never work a day in your life."

Participants also heard from Cynthia Powers, president of Prosperity Bank in Hempstead who specifically addressed members of the audience who planned to seek funding from a financial institution to start or expand their businesses, and Sonia Maldonado business specialist with the U.S. Small Business Administration office in Houston who explained how the SBA serves both banks and individuals. The SBDC sponsors a number of seminars and workshops to help small business owners in the area. New and prospective business owners may contact the Center at (936) 261-9242.

COB Offers Courses for Budding Entrepreneurs

Non-business majors who are or plan to be their own boss can enroll in three courses offered through the College of Business that will lead to a certificate in entrepreneurship. The three courses - Introduction to Business, Fundamentals of Entrepreneurship (a new course) and Entrepreneurship in Small Business Management are designed to provide students with functional knowledge and skills in business and give students an opportunity to apply business knowledge and skills through experiential learning.



Interested students should contact Dr. Sudhir Tandon in the Department of Management and Marketing at 936-261-9280 or information or visit the website at www.pvamu.edu/entrepreneurship.

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Dean's Corner

Dear Alumni and Friends,

This fall we launched a new Certification in Entrepreneurship for Non-Business Majors. We have a number of students on the campus who already manage a business. Others will start a business before they graduate to say nothing of those who come to Prairie View A&M with a vision of having their own business one day. Small businesses are increasingly important to the US economy, but a majority of small businesses fail. This program is designed to provide solutions for tomorrow's business owners and entrepreneurs by teaching critical business skills and best practices. Our new certification program is designed to give students the business acumen necessary to run a successful business and to create a business plan that is sustainable and strategic.



Dr. Munir Quddus, Dean

Innovations such as this in our curriculum and programs are in keeping with our mission, benefit our students and build synergies within the College such as the services and expertise offered through the Small Business Development Center. In addition to the new certification program, the College is developing a minor in entrepreneurship which will be available in fall 2008.

The college has offered courses in small business and entrepreneurship for a number of years at both the undergraduate and graduate level. Students in the Graduate Programs in Business are able to take an elective course in entrepreneurship and have participated in several national business plan competitions as a result of their work in this class. In addition, we invite innovators in business and small business owners to campus regularly to discuss their successes and lessons from their failures.

We are committed to expanding excellence throughout the business school and I believe that we can continue to build on our success. If you have questions or ideas for improvement, I am eager to hear your thoughts. We are always interested in alliances and partnerships to further our mission of education. Your financial support and input is greatly appreciated as we strive for excellence. I look forward to hearing from you.

Sincerely,

A handwritten signature in cursive script that reads "Munir Quddus". The ink is dark and the signature is fluid and legible.

Munir Quddus
Dean

Graduate Programs in Business Offer New Options for MBA Students

The Graduate Programs in Business now offers two concentrations for MBA students: Management Information Systems and Finance. The *Management Information Systems (MIS)* track requires a total of 15 semester credit hours (SCH) or five courses of which 3 SCH is required as part of the MBA program. Required courses for the *MIS* track are: 1) MISY 5103: Management Information Systems; 2) MISY 5413: Applied Database Management; 3) MISY 5423: Information System Analysis & Design; 4) MISY 5323: Data Communication and Networking and 5) MISY 5533: Special Topics in MIS.

MBA students who want to pursue the *Finance* track need a total of 12 SCH or four courses of which 3 SCH is required as part of the MBA program. Required courses for the *Finance* track are: 1) FINA 5103: Financial Management; 2) FINA 5313: Investment Analysis & Management; 3) FINA 5383: Financial Markets & Institutions; and 4) FINA Elective or FINA 5513: International Finance.

Other new options for graduate students include two new electives: FINA 5333: International Finance and MGMT 5353: Entrepreneurship and Innovation. The College expects to launch an online MBA program in fall 2008.

Annual Council of Texas Business Deans Meeting Hosted by Prairie View A&M University

Prairie View A&M University College of Business hosted the annual Council of Texas Business Deans meeting in Houston and on the main campus September 23 and 24, 2007. Representatives from more than 30 public and private institutions attended the two-day program and enjoyed the hospitality and culture of the PVAMU campus.



Texas business deans and Juliane Iannarelli, Manager of Research at AACSB International (right) take a break between meetings.

Meeting topics included: Developing Overseas Programs – Best Practices, Business Schools in a Flat World – Fundraising and other Financial Strategies for Success and Deans as Campus Leaders. Attendees were also able to hear from special guest speakers. Prairie View A&M University president Dr. George C. Wright welcomed the deans to the campus followed by the Honorable Glen Hegar, state senator, who provided an update on changes and items currently in legislation that will impact Texas institutions of higher education. Dr. Arthur Kraft, immediate past chair with AACSB International and dean of the George L. Argyros School of Business and Economics at Chapman University gave a presentation titled, “Forging the Future of Management Education” which provided an update on the issues, challenges and strategic direction of AACSB. W. Jan Faber, assistant general counsel for the Texas A&M University System, was the guest speaker during lunch. His talk was on “Avoiding Legal Pitfalls in Academe.”

For many, the highlight of the meeting was the closing luncheon which featured several selections from the Prairie View A&M University Choir led by A. Jan Taylor. The meeting concluded Monday afternoon after a town hall meeting.

The next CTBD meeting will be hosted by the University of Texas, San Antonio in September 2008. Dr. Munir Quddus was elected to serve as president and Dr. Lynda de la Viña with the University of Texas at San Antonio College of Business was elected to serve as vice president and program chair for the CTBD.

CTBD participants enjoy a musical selection from the Prairie View A&M University Choir led by A. Jan Taylor during lunch.



COUNCIL OF TEXAS BUSINESS DEANS 2007 ANNUAL MEETING REGISTERED PARTICIPANTS AND GUESTS

Moustafa Abdelsamad	Texas A&M University Corpus Christi
R. Edward Bashaw	Texas A&M University-Texarkana
Donald Bates	University of Houston-Downtown
Joseph Boyd	Texas Southern University
Charles Bullock	University of Houston-Victoria
Anthony F. Chelte	Midwestern State University
Ted Cummings	University of Houston - Clear Lake
Lynda de la Viña	Univ. of Texas at San Antonio College of Business
John Dyck	Prairie View A&M University
Jan Faber	Texas A&M University System - PVAMU
Corbett Gaulden	Angelo State University
William H. Glick	Jesse H. Jones Graduate School of Management
O. Finley Graves	University of North Texas
Ricky W. Griffin	Mays Business School
Glenn Hegar	Senator, State of Texas
Daniel Himarios	UT at Arlington College of Business Administration
Juliane Iannarelli	AACSB
Raja Iyer	Tarleton State University
Frank Jackson	Prairie View A&M University
Marsha Kelliher	St. Edwards University
Moosa Khan	Prairie View A&M University
Arthur Kraft	Chapman Univ., George L. Argyros Sch. of Bus. & Econ.
Jack D. Ladd	The University of Texas of the Permian Basin
Dean Lewis	Sam Houston State University
Hal Langford	Texas A&M University - Commerce
Allen T. McInnes	Texas Tech University - Rawls College of Business
Bahman Mirshab	Univ. of St. Thomas - Cameron School of Business
Robert Nachtmann	University of Texas @ El Paso
Teoflio Ozuna	University of Texas - Pan American
Steven Pietsch	BusinessWeek
Hasan Pirkul	University of Texas at Dallas
Munir Quddus	Prairie View A&M University
Denise Smart	McCoy College of Business Administration
Jacky Yu-chow So	Texas A&M International University
Sudhir Tandon	Prairie View A&M University
Jim L. Tarter	UT at Tyler, College of Business and Technology
Arthur Warga	University of Houston C.T. Bauer College of Business
Barry Wilbrate	Univ. of St. Thomas - Cameron School of Business
George C. Wright	Prairie View A&M University

Black Executive Exchange Program Back on PVAMU Campus

Andre Howell, from The Hartford in Connecticut, and William Dawson, with the National Urban League's Black Executive Exchange Program office in New York, visited the PVAMU campus on Thursday, September 13 and Friday, September 14, 2007 with the annual Black Executive Exchange Program (BEEP). This was Mr. Dawson's first visit to PVAMU. Mr. Howell, director of diversity, served as a BEEPer on the campus in April 2007.

Messrs. Dawson and Howell met with more than 350 business students during the Career Awareness and Planning Seminar (CAPS) which features career planning exercises, lectures that place emphasis on the selection of realistic career choices, and tools that help with charting career paths as well as the development of good interviewing skills. Ten lucky students also participated in mock interviews with the BEEPers to boost their skills.

Founded in 1968, BEEP is a voluntary partnership between the National Urban League, corporate America, government, non-profits, and other institutions to loan African-American executives to participating colleges as "Visiting Professors." Visiting Professors lecture on college campuses in courses that correspond to their industries and participate in other BEEP-related activities such as networking sessions, workshops and mock job interviews. BEEP is present on all historically black college and university (HBCU) campuses.



Antauis Byrd, graduating senior, (left) gets help from BEEPer William Dawson with his 30 second elevator sales pitch.



BEEPer Andre Howell discusses career planning in Dr. Reginald Bell's Business Communications class.

Did You Know?



The College of Business offers evening classes for students interested in completing a bachelor's degree. Instead of attending classes two or three times a week, students may attend class one night each week! Students may also enroll in several on-line courses to complete their degree.



International Business Outreach Workshops

(Contributed by Dr. Rahim Quazi)

The Center for International Business Education held a two-day training workshop for local high school educators on August 30, and September 6, 2007. The workshop was funded in part by the Business and International Education (BIE) grant from the U.S. Department of Education. High school educators from Houston and Stafford Independent School Districts attended the workshops. Attendees received teaching tips and materials suitable for course and curriculum design as well as unit and lesson planning information. Teachers also receive a travel stipend, and letters certifying participation in the training workshop to satisfy 10 hours of Continuous Professional Education (CPE).

Two PVAMU business faculty members, Dr. Reginald Bell and Dr. Rahim Quazi, were the main presenters in the workshop. The workshop also featured two guest speakers - Dr. Kelly Murphrey, director of the Texas A&M University Center for Study of Western Hemispheric Trade (College Station), and Ms. La'Quesha Grigsby, educator at Klein Forest High School. Dr. Murphrey's presentation focused on the internationalization of the high school curriculum, and Ms. Grigsby made a brief presentation on her experiences from the summer field trip to Puebla and Mexico City, which she attended in May 2007.

Workshops and assistance is provided regularly through the CIBE. The Center has made arrangements with the North American Small Business International Trade Educators (NASBITE) to co-sponsor six sessions at the 21st annual International Conference, which will be held in March 2008 in Washington, DC.

Business Student News

Association of IT Professionals Students Attend Regional Meeting in San Antonio

Five members of the PVAMU student chapter of the Association of IT Professionals (AITP) accompanied faculty advisors, Dr. Venu Balijepally and Dr. Wenshin Chen, attended the 2007 AITP Region 3 Conference conducted in San Marcos, Texas in October. AITP members were able to interact informally with prospective employers such as Microsoft, USAA, ARGO software and others to explore job opportunities and to better understand their employment requirements and expectations.

This is the first time that AITP members from PVAMU have attended the student regional conference. Students raised funds to attend the meeting through organizational activities and with support from the College of Business and Boeing.

AMA Continues Campus Clean-Up in Hobart Taylor Building

American Marketing Association members who participated in the Campus Clean-Up in September along with Dr. Munir Quddus and faculty members Dr. Michael Williams and Mr. Wayne Ballentine (AMA advisor) were so inspired by the day's event that they continued their clean-up efforts during the fall semester. Containers have been placed throughout the Hobart Taylor building to capture used plastic, paper, newsprint and aluminum cans for recycling. AMA students plan to continue this project for the rest of the academic year.

AMA president Keandra Scott, senior marketing major, believes that this is a good first step and is actively seeking funds to purchase easily recognizable containers instead of the reused cardboard boxes that the organization has labeled in the meantime. AMA plans to make this an ongoing campus-wide project soon.

Phi Beta Lambda Week Kicks Off with Trip to Oregon

Six Phi Beta Lambda members and their advisor, Dr. Emmanuel Opara, traveled to Portland, Oregon, to participate in the 2007 National Fall



Leadership Conference for the organization. This is the first time in more than five years that the organization has participated in the conference. Funding for travel, lodging and expenses was provided by the College of Business, a PVAMU alumna and funds from the Student Government Association.

The trip to Oregon was the first in a series of events for Phi Beta Lambda Week in the College in November 2007. Events included a raffle including a \$50 gift card donated by Shell Oil and a series of activities (listed below) aimed at the business student population.

Monday	What is Phi Beta Lambda?
Tuesday	How to Get the Job You Want
Wednesday	Phi Beta Lambda Block Party
Thursday	MonsterTrak/Resume Workshop
Friday	Candlelight Vigil

PVAMU Students Study International Business in Mexico

What better way to gain an appreciation and understanding of doing business in a different country than to spend a semester in another country. Jazmin Williams enrolled in the study abroad program at the Universidad de las Americas in Puebla (UDLA), Mexico in fall 2007. Ms. Williams, a junior accounting major, received a full scholarship including travel and educational stipends to study abroad through the PVAMU Center for International Business Education. Juan Clavon, II, a junior management major has been selected to participate in the program in spring 2008.

More than ten students have participated in the international business program in partnership with UDLA since 2004. Students are competitively awarded study abroad scholarships, which cover all travel and educational expenses. Some students have also had the opportunity to work in Mexico while taking classes.

College of Business Faculty and Staff Appointments

Dr. Michael Williams, Assistant Professor of Economics has been appointed assistant dean in the College of Business. In his new role as assistant dean, Dr. Williams will serve as a member of the leadership team and assist the Dean's office in a number of areas including accreditation, student recruitment and retention, technology, off-campus programs, and other new initiatives.

Ms. Rebecca Faison is the new director of the Small Business Development Center. As SBDC director, Ms. Faison manages & leads the PVAMU SBDC which assists in growth and development of new and existing small businesses. Ms. Faison also provides business counseling in such areas as finance, marketing and strategic planning to name a few.

Dr. Milton Bryant has joined the College of Business faculty after retiring as dean of the College of Engineering. Dr. Bryant completed a sabbatical in fall 2007 and has returned to the classroom to teach business statistics and production management.

Dr. Sammie Robinson is one of the newest faculty members in the Department of Management and Marketing. Dr. Robinson was previously an assistant professor at Illinois Wesleyan University in Bloomington, Illinois. She holds a PhD in Business Administration with a concentration in Organizational Behavior from the University of Kansas, an MBA in Organizational Behavior from Southern Methodist University and a BBA in Accounting from Southwestern University. Dr. Robinson's primary research focuses on entrepreneurship. She is one of three principal co-investigators that is conducting a nation-wide study of African-American entrepreneurs, which is partially funded by a grant from the Ewing M. Kauffman Foundation of Kansas City.

Dr. Manoj Vanajakumari joined the COB faculty in fall 2007. Dr. Vanajakumari holds a PhD from the University Texas - Dallas, a Master of Science from the Indian Institute of Technology, Chennai and a BS from the University of Kerala. He is teaching business statistics and production management and management seminar in the COB.

Dr. Henry Huang, assistant professor of accounting is now a member of the COB faculty. Dr. Huang's research interest includes capital markets, corporate governance, regulations & disclosures, executive compensation, accounting fraud and securities litigation and the effect of the legal system on the capital markets across countries. Dr. Huang holds a Ph.D. in Accounting, LLM, and MS in Accountancy from University of Houston and a Bachelor of Law from Peking (Beijing) University - Beijing, China.

Mr. Henry Rose has joined the College of Business staff as the new systems analyst. Mr. Rose is responsible for researching, planning and recommending software and system choices to meet the College's needs as well as monitoring, maintaining computers and technology for four computer laboratories, the COB server and classroom equipment.

Mrs. Yolanda Lockhart-Gross is the new administrative assistant to the dean in the College of Business. Mrs. Gross coordinates the administrative activities of the dean's office provides support to professional staff. Mrs. Gross was previously employed in the Office of Business Affairs at Prairie View A&M University.

Mrs. Patricia Hoffman is the new administrative assistant in the Small Business Development Center. Mrs. Hoffman brings first-hand small business experience to the Center. She was most recently the owner of the Lunch Box in Waller, Texas.

Mrs. Terry Garrett Robinson is the new administrative assistant in the Graduate Programs in Business office. Mrs. Robinson provides administrative support and assists in the processing of applications for MBA and MSA students. Mrs. Robinson previously worked in the Department of Electrical Engineering.

Ms. Angela Simmons joined the College of Business staff as the new recruiter. Ms. Simmons will coordinate recruitment and retention efforts in the COB. She was most recently employed with the University of Phoenix.

College of Business Honor Roll of Donors

The Prairie View A&M University College of Business thanks the following alumni, corporations and foundations, and individuals (faculty, friends, parents, staff and students) for making gifts and pledge payments.

Alumni Gifts

Edwina Garcia
Devin Jones

Corporate and Foundation Gifts

ConcordisRyland
Farm Credit Bank of Texas
Lockheed Martin
Spectra Energy

Individual Gifts

*(Faculty, Friends, Parents,
Staff & Students)*

Lauretta Byars
Quinton Harp
Sam J. Hughes
Moosa Khan
Brian Lee
Marilyn Maynard
Munir Quddus
Ed Ryland
Georgia Thomas

**Total Contributions Fall 2007
\$20,200.00**

Thank you for your support!

If you would like to make a contribution to the College of Business, please contact the Dean's Office at 936-261-9200.

College of Business 2008 Winter/Spring Calendar of Events

January

January 14 Instruction Resumes
January 21 Dr. Martin L. King Holiday (University Closed)
January 30 College of Business Career Fair

February

February 7 Dean's Lecture Series: Personal Management Planning
(Theodore Daniels, President & CEO SFE&D)
February 18 Executive-In-Residence Program
(Pervis Thomas, CFO Shell Corporation)
February 23 Pantherland Day

March

March College of Business Open House (Houston - TBD)
March 6 - 8 Mid-Term Examinations
March 10 - 15 PVAMU Spring Break
March 21 Good Friday (Student Holiday)
March 25 Executive-in-Residence Program
(Russell T. Crockett, Jr., Lyondell)
March 26 PVAMU Founders Day & Honors Convocation
March 26 Lunch with a VIP
March 28 Dean's Advisory Board Meeting (Houston)

April

April College of Business Open House (Houston)
April 7 Executive-In-Residence Program
(Indira Vashnampet, President & Founder, Hydrus)
April 11 College of Business Alumni Induction Ceremony
April 23 College of Business Awards & Recognition Ceremony
April 23 Lunch with a VIP
April 26 Dr. Henry Bailey's Retirement Celebration (Houston)

May

May 2 - 7 Final Examination Period
May 10 Commencement



College of Business Mission Statement

The vision of the College of Business is to be a premier business institution that empowers students to realize their dreams through an excellent education.

The mission of the College of Business is to provide a diverse student body with a business education that produces readily employable professionals who are productive, ethical, entrepreneurial, and prepared to succeed in a competitive global economy. The College is committed to the pursuit of excellence in teaching, research and service. We will achieve these through an outstanding faculty and alliances with stakeholders. While undergraduate education remains our primary focus, the COB aspires to expand its graduate programs. The student experience will be distinguished by personal attention, teamwork, leadership training, and an understanding of the link between business and society.

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VISIT OUR WEBSITE
WWW.PVAMU.EDU/BUSINESS
